

Message Text

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ORIGIN EB-07

INFO OCT-01 EUR-12 ISO-00 CIAE-00 INR-07 NSAE-00 COME-00

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DRAFTED BY EB/ITP/EWT - AJREICHENBACH:LLB

APPROVED BY EB/ITP/EWT - RBWRIGHT

EUR/WE - EBEIGEL

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P 101741Z SEP 76

FM SECSTATE WASHDC

TO AMEMBASSY PARIS PRIORITY

C O N F I D E N T I A L STATE 224308

E.O. 11652: XGDS -1

TAGS: ESTC, FR

SUBJECT: EXPORT OF ADVANCED COMPUTERS TO FRANCE

REF: A. PARIS 24942 B. STATE 203091

1. EMBASSY REPORTED IN REFTEL A THAT LETTER OF ASSURANCE WAS EXPECTED FROM FONMIN WEEK AUGUST 30. TODATE DEPARTMENT HAS NOT RECEIVED COPY. IBM HAS AGAIN EXPRESSED CONCERN OVER DELAYS IN ISSUANCE LETTER, ESPECIALLY SINCE FIVE MONTHS HAVE PASSED SINCE APPLICATION FOR LETTER SUBMITTED AND COMPUTER STANDING IN FACTORY AWAITING SHIPMENT. COMPUTER WAS ORIGINALLY CONTRACTED TO BE DELIVERED AUGUST 27, 1976.

2. WE UNDERSTAND IBM/FRANCE AND JOHN COLLINS OF IBM WASHINGTON OFFICE PLAN TO MEET WITH FRENCH CUSTOMER AND ALSO WITH EMBASSY ON SEPTEMBER 13. IBM FRANCE HAS RECENTLY LEARNED THAT A NEW DECREE IS EXPECTED WHICH WOULD REQUIRE FRENCH BANKS AND INSURANCE COMPANIES TO FILE WITH MINISTRY OF INDUSTRY REPORTS ON THEIR DATA PROCESSING PLANS. IMMINENCE OF SUCH A DECREE SEEN
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BY IBM AS POSSIBLE JUSTIFICATION FOR GOF DELAY ON

PENDING CASES AND AS PROVIDING A BASIS FOR PROMOTING
INSTALLATION FRENCH OR OTHER EEC COMPUTER SYSTEMS IN THESE
SERVICE INDUSTRIES. --

3. FOLLOWING REVIEW OF SITUATION ON SEPTEMBER 13 WITH
IBM REPRESENTATIVES, DEPARTMENT WOULD APPRECIATE
EMBASSY'S EVALUATION, INCLUDING ADVISABILITY HIGHER
LEVEL APPROACH TO FRENCH, SPECIFICALLY PRESSING FOR
PROMPT ACTION AND SURFACING OF ISSUE OF ALLEGED
PROTECTIONIST MOTIVATION. WE CHALLENGE WHAT APPEARS
ON THE SURFACE TO BE THE USE OF THE LETTER OF
ASSURANCE AS A TOOL TO CONTROL OR LIMIT SALE OF NON-
EEC COMPUTERS TO FRENCH INDUSTRY. KISSINGER

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Message Attributes

Automatic Decaptioning: X
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Draft Date: 10 SEP 1976
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Disposition Authority: BoyleJA
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Disposition History: n/a
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Margaret P. Grafeld
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